

IN THE CLAIMS:

Please amend the claims as follows:

Claims 1-23 (Canceled)

Claim 24 (Currently Amended) A system for managing corporate objectives in a multi-dimensional matrix, the system comprising:

means for storing on four axes simultaneously an initial target, including at least a sales goal and an action plan, in a database in the form of a multi-dimensional matrix consisting of four inter-related axes of a product, a territory, an application and an account, wherein each of the four axes communicate both horizontally and vertically with each of the other axes;

means for prompting to input an actual performance including actual money or volume of sales performance and actual sales activities corresponding to said initial target by using a local and/or remote terminal;

means for receiving said actual performance;

means for storing said received actual performance in the database on four axes simultaneously;

means for managing an achievement of the target by reading the said initial target and said actual performance and selecting any one or more from said four axes simultaneously and displaying said initial target and/or said actual performance along to the selected axis or axes on the local and/or remote terminal.

Claim 25 (Currently Amended) A system for managing corporate objectives in a multi-dimensional matrix, the system comprising:

means for storing on four axes simultaneously an initial target, including at least a sales goal and an action plan, in a database in the form of a multi-dimensional matrix consisting of four inter-related axes of a product, a territory, an application and an account, wherein each of the four axes communicate both horizontally and vertically with each of the other axes;

means for prompting to input an actual performance including actual money or volume of sales performance and actual sales activities corresponding to said initial target by using a local and/or remote terminal;

means for receiving said actual performance;

means for storing said received actual performance in the database on four axes simultaneously;

means for managing an achievement of the target by reading the said initial target and said actual performance and selecting any one or more from said four axes simultaneously and displaying said initial target and/or said actual performance along to the selected axis or axes on the local and/or remote terminal; and

means for managing a sales achievement by comparing said initial target with said actual performance corresponding to said initial target and based on this comparison sorting said initial target and/or said actual performance, sorted by at least one threshold having at least one step, and displaying them on the local and/or remote terminal.

Claim 26 (Previously Presented) The system according to claim 25, wherein said means for managing a sales achievement further comprises means for changing a display style of said initial target and/or said actual performance based on said comparison and displaying them on the local or remote terminal.

Claim 27 (Previously Presented) The system according to claim 24, wherein said actual performance further comprises a progress code, expressing progress status, including at least 'on the schedule', 'behind the schedule' and 'completed', and the system further comprises means for managing progress by displaying the actual performance based on the progress code and/or any one of said four axes on the local and/or remote terminal.

Claim 28 (Previously Presented) The system according to claim 24, further comprising means for altering said initial target based on said actual performance and/or business trend.

Claim 29 (Previously Presented) The system according to claim 27, further comprising means for altering said initial target based on said actual performance and/or business trend.

Claim 30 (Currently Amended) A method for managing corporate objectives in a multi-dimensional matrix, comprising the steps of:

storing on four axes simultaneously an initial target, including at least a sales goal and an action plan, in a database in the form of a multi-dimensional matrix consisting of four inter-

related axes of a product, a territory, an application and an account, wherein each of the four axes communicate both horizontally and vertically with each of the other axes;

prompting to input an actual performance including actual money or volume of sales performance and actual sales activities corresponding to said initial target for a predetermined term until predetermined due date by using a local and/or remote terminal;

receiving said actual performance;

storing said received actual performance in the database on four axes simultaneously;

managing an achievement of the target by reading said initial target and said actual performance and selecting any one or more from said four axes simultaneously and displaying said initial target and/or said actual performance along to the selected axis or axes on the local and/or remote terminal.

Claim 31 (Currently Amended) A method for managing corporate objectives in a multi-dimensional matrix, comprising the steps of:

storing on four axes simultaneously an initial target, including at least a sales goal and an action plan, in a database in the form of a multi-dimensional matrix consisting of four inter-related axes of a product, a territory, an application and an account, wherein each of the four axes communicate both horizontally and vertically with each of the other axes;

prompting to input an actual performance including actual money or volume of sales performance and actual sales activities corresponding to said initial target for a predetermined term until predetermined due date by using a local and/or remote terminal;

receiving said actual performance;
storing said received actual performance in the database on four axes simultaneously;
managing an achievement of the target by reading said initial target and said actual performance and selecting any one or more from said four axes simultaneously and displaying said initial target and/or said actual performance along to the selected axis or axes on the local and/or remote terminal; and
managing a sales achievement by comparing said initial target with said actual performance corresponding to said initial target and based on this comparison sorting said initial target and/or said actual performance, sorted by at least one threshold having at least one step, and displaying them on the local or remote terminal.

Claim 32 (Previously Presented) The method according to claim 31, further comprising the step of managing a sales achievement further comprises; changing a display style of said initial target and/or said actual performance based on said comparison and displaying them on the local and/or remote terminal.

Claim 33 (Previously Presented) The method according to claim 30, wherein said actual performance further comprises a progress code, expressing progress status, including at least 'on the schedule', 'behind the schedule' and 'completed', and the method further comprises managing progress by displaying the said actual performance based on the said progress code and/or any one of said four axes on the local and/or remote terminal.

Claim 34 (Previously Presented) The method according to claim 30, further comprising altering said initial target based on said actual performance and/or business trend.

Claim 35 (Previously Presented) The method according to claim 33, further comprising altering said initial target based on said actual performance and/or business trend.